

ITEM NO.	DESCRIPTION	BASIS OF AWARD	Esquire II, Inc. Greensboro, NC		SELLCO INDUSTRIES Cortland, NY		01-'02 Contractor SELLCO INDUSTRIES Cortland, NY	
			UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST
I.	COVERS:							
A.	HIDDEN-HINGE COVER:							
1.	PRINTED COVER PAGE 1 ONLY:							
(a)	MAKEREADY AND SETUP CHARGE							
(1)	FORMAT "A".....	1	33.00	\$33.00	33.00	\$33.00	33.00	\$33.00
(2)	FORMAT "B".....	1	33.00	\$33.00	33.00	\$33.00	33.00	\$33.00
(3)	FORMAT "C".....	1	33.00	\$33.00	33.00	\$33.00	33.00	\$33.00
(4)	FORMAT "D".....	1	33.00	\$33.00	33.00	\$33.00	33.00	\$33.00
(b)	RUNNING, PER 100 SETS							
(1)	FORMAT "A".....	2	62.00	\$124.00	59.00	\$118.00	59.00	\$118.00
(2)	FORMAT "B".....	2	67.00	\$134.00	60.00	\$120.00	60.00	\$120.00
(3)	FORMAT "C".....	2	101.00	\$202.00	92.00	\$184.00	92.00	\$184.00
(4)	FORMAT "D".....	2	125.00	\$250.00	114.00	\$228.00	114.00	\$228.00
2.	PRINTED COVER PAGES 1 AND 4:							
(a)	MAKEREADY AND SETUP CHARGE							
(1)	FORMAT "A".....	1	35.00	\$35.00	35.00	\$35.00	35.00	\$35.00
(2)	FORMAT "B".....	1	35.00	\$35.00	35.00	\$35.00	35.00	\$35.00
(3)	FORMAT "C".....	1	35.00	\$35.00	35.00	\$35.00	35.00	\$35.00
(4)	FORMAT "D".....	1	35.00	\$35.00	35.00	\$35.00	35.00	\$35.00
(b)	RUNNING, PER 100 SETS							
(1)	FORMAT "A".....	2	83.00	\$166.00	75.00	\$150.00	75.00	\$150.00
(2)	FORMAT "B".....	2	86.00	\$172.00	77.00	\$154.00	77.00	\$154.00
(3)	FORMAT "C".....	2	120.00	\$240.00	110.00	\$220.00	110.00	\$220.00
(4)	FORMAT "D".....	2	142.00	\$284.00	130.00	\$260.00	130.00	\$260.00
3.	UNPRINTED COVERS, PER 100 SETS:							
(1)	FORMAT "A".....	38	54.00	\$2,052.00	52.00	\$1,976.00	55.00	\$2,090.00
(2)	FORMAT "B".....	72	45.00	\$3,240.00	47.00	\$3,384.00	47.00	\$3,384.00
(3)	FORMAT "C".....	42	87.00	\$3,654.00	86.00	\$3,612.00	88.00	\$3,696.00
(4)	FORMAT "D".....	10	105.00	\$1,050.00	106.00	\$1,060.00	106.00	\$1,060.00
4.	ADDITIONAL PRINTING COST FOR PRINTING COVER PAGES 2 AND/OR3,WHEN ORDERED:							
(a)	MAKEREADY AND/OR SETUP CHARGE.....	1	35.00	\$35.00	35.00	\$35.00	35.00	\$35.00
(b)	RUNNING, PER 100 SETS.....	2	42.00	\$84.00	21.00	\$42.00	21.00	\$42.00
B.	POCKET CHECKLIST COVERS:							
1.	ONE PIECE COVER PER SPECIFICATIONS (FORMAT "E")							
(a)	MAKEREADY AND/OR SETUP CHARGE.....	1	33.00	\$33.00	33.00	\$33.00	33.00	\$33.00
(b)	RUNNING PER 100.....	3	36.00	\$108.00	38.00	\$114.00	38.00	\$114.00
2.	COMPLETE TWO-PIECE COVER, AS PER SPECIFICATIONS (FORMAT "F")							
(a)	MAKEREADY AND/OR SETUP CHARGE.....	8	33.00	\$264.00	33.00	\$264.00	33.00	\$264.00
(b)	RUNNING PER 100.....	56	45.00	\$2,520.00	47.00	\$2,632.00	47.00	\$2,632.00
3.	ADDITIONAL PRINTING COSTS FOR PRINTING BACK SIDE OF COVER PIECE							
(a)	MAKEREADY AND/OR SETUP CHARGE.....	2	33.00	\$66.00	33.00	\$66.00	33.00	\$66.00
(b)	RUNNING PER 100.....	6	21.00	\$126.00	21.00	\$126.00	21.00	\$126.00
	CONTRACTOR TOTALS			\$15,076.00		\$15,050.00		\$15,248.00
	DISCOUNT		1.00%	\$150.76		\$150.50		\$152.48
	DISCOUNTED TOTALS			\$14,925.24		\$14,899.50		\$15,095.52

Abstracted by : KC 11/20/02
Reviewed by : HMB